

## Pricing Structure / Core Item Highlights

\* All original contract discounts will remain the same. Both AGPS (Automated Governmental Purchasing System) and our website will be updated effective January 1, 2006 to reflect the new prices for the Core Items (Lines 00002 through 00303). Non-AGPS users may access the Core Items from our contract site: [www.doa.Louisiana.gov/contractsearch/contracts](http://www.doa.Louisiana.gov/contractsearch/contracts) – enter Contract No. 405577 and click “View Entire Contract”. All non-core items have been net priced and may be accessed from the Corporate Express E-way Louisiana dedicated contract website: [www.eway.com](http://www.eway.com). The User ID is la (lower case) and the Password is louisiana (lower case); or a net pricing file in CD-ROM or an Excel Spreadsheet may be obtained from Corporate Express.

\* State agencies are urged to shop the **Core List first** for your office supply requirements. Discounts on the core are up to 90% off list prices. The core consists of your choice of the 303 historically most frequently requested items. These items are nationally recognized branded items (proprietary) with discounts up to 90% off list prices. We have observed that in certain instances, agencies are not availing themselves of the deeper discounts available on the Core List for similar types of items being purchased from the non-core or general office supplies category. Possible explanations may be that agencies are failing to conduct price comparisons among available items in the catalog or may be working from an outdated “shopping cart” of previously purchased items.

The Louisiana dedicated Eway site has a comprehensive search capability located at the top of the E-way website entitled “Product Search”, which is keyword driven and will display any number of related products for price comparison purposes.

\* **Net Pricing for Balance-of-the-Line** – Contract Line **00001** is reserved for net pricing of the balance-of-the-line discounts which range from 58% to 25%. The implementation of a single net pricing line assures that the correct discount has been applied, as all items have been assigned to the proper category and net discounted for you.

\* All Corporate Express Brand Products in the 2006 Catalog are now discounted at 58% off catalog list prices. (Formerly the discounts ranged from 25% to 50%.) The various designations for these brands are as follows: Corporate Express Brands (CEB), EXP, Corporate Express Signature Brand (CEG), and Diversity Product Solutions (DPS). These items offer functional equivalency at a lower price than their name brand non-core counterparts. As we are facing tighter budgets, these items will save your agency money. Give these cost-savers a try.

\* Contract Line Number **00333** is the maximum shipping charge for orders less than \$50.00. State agencies are exempt from a shipping charge. For **Quasi agencies and authorized Political Subdivisions, orders for less than \$50.00 will be subject to a maximum shipping charge of \$5.95.**